

## ***Round 22 Workforce Training Fund Awards By Region***

<i><b>APPLICANT NAME</b></i>	<i><b>TOWN</b></i>	<i><b>GRANT AMOUNT</b></i>	<i><b>NUMBER OF EMPLOYEES TO BE TRAINED</b></i>	<i><b>TRAINING DESCRIPTION</b></i>
<i><b>Western</b></i>				
Brimfield Acquisition, LLC	Brimfield	\$143,200.00	90	Accellent?s management team has developed a training plan that includes three elements, including basic manufacturing, inventory management, and advanced quality control. Under basic manufacturing skills, understanding metric measurements training will be provided. Inventory management training will focus on material requirements planning, and the use of a new MRP computer system to control inventory levels. QC training will include PPAP, FMEA, Gage R&R, Problem Solving, Process Mapping and GMPs
Brookdale Associates	Agawam	\$49,800.00	16	Brookdale?s training program focuses on learning and adopting Lean Manufacturing concepts into its manufacturing operations. Thus, training will include many elements of Lean Manufacturing, including an Overview for Management and Employees, Value Stream Mapping, Plant Layout, Line Balancing, and Materials Management. Kaizen applications training will also be conducted in the final 3 topics, to assure that these concepts are accepted by assembly technicians into our daily production operations.
Country Bank for Savings	Ware	\$117,165.00	210	The training will consist of three different programs: 1) Leadership & Management 2) Sales 3) Customer Service.
Curtis Universal Joint Company, Inc.	Springfield	\$25,400.00	22	Our training plan focuses on the development of advanced methods to setup CNC machines for efficient operations. This training program will include four separate activities, including CNC programming, Setup Reduction, Five ?S?: Workplace Organizational Strategies, and Continuous Improvement Applications training. Through these activities, employees will learn improved work methods and then apply them, with the goal of eliminating wasteful manufacturing process practices.
Freedom Credit Union	Springfield	\$82,800.00	69	Advanced Customer Relations Skills, Advanced Supervisory Training and Total Quality Management (Continuous Process Improvement)
HEAT FAB INC	Montague	\$194,925.00	102	1. Train skilled Master Operators to serve as trainers for production employees in manufacturing operations. 2. Master Operators then train all production employees on at least two new operations over 18 months. 3. Organize all employees into natural work groups and train each group in teamwork and problem solving skills to develop self-sustaining CQI Teams. 4. Train management and two employees from each CQI team to be Team Leaders and Facilitators to sustain and develop new CQI teams.

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HEAT FAB INC	Montague	\$27,736.00	21	Provide basic skills training in English as a Second Language, with strong workplace emphasis. We have 21 limited English proficient (LEP) employees at Heat-Fab, whose language skills fall into the low-intermediate and high intermediate range. These workers make up over 30% of the production floor. Two separate classes will be convened to meet the needs of these groups. Curricula will be tailored to the worksite with input from supervisors and employees.
Hi Tech Mold & Tool, Inc.	Pittsfield	\$109,800.00	89	Our training plan is comprised of the following components: 1)Production Skills: Plastic Technologies Injection Molding, Mechanical Maintenance, Computer Aided Manufacturing, Blue Print Reading, New Process Technologies and Train-the-Trainer. 2)Information Technologies: IQMS ERP system training, Microsoft Access, and Basic Computer Skills. 3)Management Skills: Front Line Leadership
Quabbin Wire & Cable Co., Inc.	Ware	\$200,985.00	67	The training plan supports corporate changes necessitated by competitive pressure from overseas manufacturers. * Lean Enterprise training for employees throughout the organization * Equipment troubleshooting, diagnosis and repair training for maintenance mechanics * Product development software training for the chief engineer * Leadership skills for the executive staff * Project management for department managers * Supply chain management for Materials Manager * Train the Trainer
ROCK VALLEY TOOL LLC	Easthampton	\$44,250.00	22	#1 Lean 202- Training for Value Stream Mapping, which is a tool to create flow maps of key processes in the organization.  #2 Kaizen Activities- Will address areas of waste. Activities will include Process improvement, 5S (Organization & Standardization), Setup Reduction, Cellular flow, Kanban/Pull system.  #3 ISO 9001 Prism Equation ASP-Which is a Program that will take us from the beginning stages to the successful registration of ISO certification including software tools to manage.
Sheffield Plastics, Inc.	Sheffield	\$141,600.00	200	ISO 9001:2000, Introduction to Internal Auditing, Supervision Series, Communication Skills, Introduction to Lean, Kaizan Events/5S, Team Problem Solving, Customer Focus Training, Operator Training.
Stavros Center for Independent Living, Inc.	Amherst	\$67,335.00	110	Impact Fundraising, Impact Management, Impact Communication.

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TEXON USA INC	Russell	\$49,000.00	27	Training will begin with Value Stream Mapping to create a material and information road maps of key processes in the organization. Current State and Future State maps are developed to identify areas for improvement. This will enable pilot teams to clearly visualize the process and develop follow on kaizen improvement activities. Leadership training will be a key component to ensure the success and sustainability of this program once this grant training is completed.
The L.S. Starrett Company	Athol	\$198,050.00	648	The training plan for the L.S. Starrett Company is based on the Lean Manufacturing concept. Types of training include: Lean Awareness, Value Stream Mapping, Train the Trainer, Kaizen. Layout, Problem Solving, Leadership and Job Methods.
<i>Total for region</i>	<b>14</b>	<b>\$1,452,046.00</b>	<b>1693</b>	
<i>Central</i>				
APPLIX, INC.	Westborough	\$49,505.00	54	Leadership Development training consists of four modules: Performance Management, Time Management, Stress Management, and Communication. Sales training consists of three modules: Advanced Sales Skills, Goal Setting, and Communicating with Customers. One module comprises Training & Development--Creating Outstanding Classes. Project Management training consists of Advanced Microsoft.net, Advanced PowerPoint, Advanced Excel, and Iterative Design Modeling.
CONSIGLI CONSTRUCTION CO INC.	Milford	\$203,100.00	150	The training program focus?s on three main elements: technical, software systems, and management skills. Under the Technical portion, training in areas of surveying, blueprint reading and accident prevention will be conducted. Part two is training in software applications. Management skills development will cover training in Construction Management, ?LEED? building practices, Project Management, Negotiations, and Leadership skills.
Cutler Associates, Inc.	Worcester	\$87,790.00	87	Cutler?s training initiative includes four elements. First will be Management, developing employees in various managerial topics. Next, Sales and Service training will focus on developing strong communications with customers. Software Systems will train in new and current software used to manage workflows, day to day operations and projects in the field. The last will entail Construction Trade Skills which includes training in blueprint reading, building codes, and ?Green? Building Practices.
Decora, LLC	Harvard	\$26,275.00	10	Our proposed training plan has three main components: 1) Production Skills Training for six production employees, 2) A Train-the-Trainer program for three internal trainers, and 3) Process Improvement Training for 12 employees.
Gentex Optics, Inc.	Dudley	\$249,091.00	528	Training will take place in several modules.

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Insurance Center of New England	Gardner	\$53,265.00	66	Management, sales, communication and customer service. The management trainign will focus on communication, conflict management, human resource issues, finance and organizational excellence. The Sales training will be based on a seven step behavoirol selling course. The course will have modules on the social phase, the discovery, qualifying questioning phase, confirmation, buying motives, trial closing and closing phases of the sales cycle. The communication training will focus on the identifica
Luxtec Corp	West Boylston	\$61,140.00	64	Training will involve two programs to allow Luxtec to increase overall efficiencies and profitability. We will train all employees on Lean manufacturing principles to help employees remove waste from our operations and offer some advanced training on our Enterprise planning system to a select group of employees to allow for better use of this system. Both programs will allow us to use the strength of our employees to help improve lead times, quality and reduce costs throughout the operation.
Milford Federal Savings and Loan Association	Milford	\$96,500.00	105	Impact Management, Selling, Communications.
P J KEATING COMPANY	Lunenburg	\$48,700.00	37	The plan addresses management skills weaknesses in the supervisory ranks and is comprised of: Leadership Development, Personal Effectiveness/Time Management, and Problem Solving/Decision making.
POLAR CONTROLS INC	Shirley	\$22,384.00	6	Over the next two years, employees of Polar Controls, Inc. intend to complete numerous courses in the areas of engineering, design, linear feedback systems, computer aided engineering analysis and many more technically based disciplines. The goal of the training is to permit Polar Controls to increase design capacity, product development and production. Training will be delivered by industry recognized and proven programs at UMass-Lowell, Worcester Polytechnic Institute and Tri-Logic.
POLAR CONTROLS INC	Shirley	\$17,834.00	5	Over the next two years, employees of Polar Controls, Inc. intend to complete numerous courses in the areas of engineering, design, linear feedback systems, computer aided engineering analysis and many more technically based disciplines. The goal of the training is to permit Polar Controls to increase design capacity, product development and production. Training will be delivered by industry recognized and proven programs at UMass-Lowell and Tri-Logic.
Quebecor World Eusey Press, Inc.	Leominster	\$109,512.00	56	Lean Training - Five S, Visual Controls, Visual Factory, Value Stream Mapping, Kaizen Breakthrough, Quick Changeover, Poks-Yoke, Lean Metrics, Work Cells, One-piece flow, and Kanban. Six Sigma - DMAIC, DMADV, DOE, and ANOVA.
Reed & Prince Manufacturing Company	Leominster	\$16,224.00	15	4 modules - ISO 9001:2000 Management, Development, Implementation and training key employees to become Internal Quality Auditors.

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Renaud & Electric Communications	Sutton	\$35,650.00	36	Renaud management team has designed a training program that includes three elements: Management skills development, info. systems training, and programmable logic controller and troubleshooting training. Each of these programs will be provided through classroom-based instruction, with the focus upon developing skills to enhance our organizations ability to grow adn manage growth as one of the largest electrical and HVAC contractors in Central MA.
United Comb & Novelty	Leominster	\$45,482.00	48	In the plastics housewares business, we are greatly influenced by increases in resin pricing, the cost of distribution and foreign competition for market share; particularly from China. To this end, we intend to train 72% of our workforce in multiple departments in areas of training which will increase our potential to compete; improve product development, increase operator knowledge/efficiency, and improved supervisory skills, business communications and advanced software.
<i><b>Total for region</b></i>	<b>15</b>	<b>\$1,122,452.00</b>	<b>1267</b>	
<i><b>North East</b></i>				
Biometrix Corporation	Chelmsford	\$105,183.00	29	The Autoclave Validation Training Program (AVTP) is a Biometrix-designed, internal training program to produce competent validation practitioners with a focus on Autoclave Qualifications in the biotech and pharmaceutical industries - primarily constructed to facilitate the training of new employees required to meet existing demand. Biometrix proposes to hire and train 24 to-be-hired validation engineers, comprised of 18 inexperienced engineers and 6 experienced engineers, and 5 support staff.
Cleveland Motion Controls	Billerica	\$101,714.00	45	CMC's training plan provides four trainings designed for (23) production employees: ESL, Blueprint Reading, and Geometric Dimensioning and Tolerancing (GDT). In addition, COntiuous Improvement/Lean Manufacturing will be introduced to (45) employees through an overview training with delivery of seven additional training modules (see course descriptions) customized to meet the specific goals, priorities and production needs of the company.
General Mills Operations - Methuen	Methuen	\$45,630.00	121	We plan to provide training to help employees succeed in the new high performance work system that we are currently implementing. This includes technical and soft skills training. The technical training will give teams skills needed to improve quality and sanitation in their area and troubleshoot manufacturing issues for performance improvement. The soft skills training will teach the teams how to work cohesively, communicate more effectively, and resolve conflict within their work team.

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Little Sprouts Child Enrichment Centers, Inc.	Lawrence	\$49,510.00	50	Project SPROUT will allow us to provide. A] Work-based English for Speakers of Other Languages [ESOL] training for 50 incumbent employees working in the field of early education focusing on verbal and written communication skills such as grammar,listening/pronunciation,idioms/phrasal verbs and comprehension. B] Work Based individual coaching model, which will improve the supervisory skills, leadership ability and parental communication skills, which is required to become a qualified teacher
WINTER STREET ARCHITECTS INC	Salem	\$48,750.00	25	IMPACT Management: Comprehensive knowledge of managing all aspects of a business:conflict resolution and management;leadership,coaching,and organizational excellence.(132 page courseware, testing,case studies). IMPACT Selling: Comprehensive approach to selling:questioning skills;social,discovery,qualifying phases;confirmation;features & benefits w/buying motives. IMPACT Writing: Effective written communications: writing techniques; audience; documents; formats, strategies, content mgmt.
<i>Total for region</i>	<i>5</i>	<i>\$350,787.00</i>	<i>270</i>	
<i>Boston</i>				
American Alarm & Communications, Inc.	Arlington	\$80,000.00	116	Continuous Process Improvement:Hands-on training to gather data, map processes determine root causes,develop new process,make recommendations and implement changes. Business Process Documentation:Instruction in gathering, selecting, compiling and composing information into a valuable document-job duties/functions, processes, technical information, evaluation and development. Supervisory Leadership:Teaches effective supervision and the positive effect of influencing others toward productivity.
BAE Systems, Information and Electronic Systems In	Lexington	\$240,140.00	175	The training plan, critical to meeting increased production demands, will provide in-depth training for a broad range of employees in Lean Manufacturing, Six Sigma, and Mistake Proofing. Employees will be trained to implement more efficient production methods to greatly minimize delays, reduce costs and improve quality. A whole-systems approach will create a workforce culture where all members of the company are contributing to production improvement. The trainign plan includes the following: Le
BLITZ MEDIA INC	Natick	\$48,985.00	30	This grant application will fund training in a variety of areas all designed to help our staff serve our clients more effectively in an ever increasingly complex and competitive media world. Our proposed training plan is focused on five primary training areas; Negotiation, Cross-Boundary Leadership, Presentation Skills, Media Knowledge foundation training and Social Styles. There is also a Project Management course for one individual to support her role in our new organizational structure.

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BMC SOFTWARE INC	Waltham	\$226,405.00	120	Our training plan includes three topic areas, including Information Technology (IT), Personal Development, and Sales Skills training, each of which carries equal importance to the development of our organization. IT programming and service management methods will be provided under the first topic. Personal Development will include personal effectiveness and communications training. The final category is Sales Skills, which will include negotiation skills and sales training.
Boston Scientific Corporation	Natick	\$125,704.00	190	The training plan is composed of three separate trainings: 1.Operations training, which will provide learners with a foundational skill set for communication in the Medical Device Industry. 2.Leadership Development courses will target existing and future leaders within the Clinical organization. 3.Training Expertise courses will develop a group of in-house SMEs to create custom trainings critical to the future success of BSC Clinical and to sustain this training program.
Corporate Ink Public Relations, Ltd.	Newton	\$9,251.00	9	First, we will train senior staff to in management skills, including empowering junior staff for success. Second, we will train junior staff to administer more advanced client services, increasing revenue by deepening our capacity, broadening in-house expertise and accelerating professional development. Third, we will strengthen communication, crisis management and problem-solving skills of all employees to improve client service.
Custom One	Melrose	\$14,400.00	20	The training plan consists of 4 modules: Principles of a Quality Management Systems, Development fo the QMS, Implementation and Management of QMS Requirements, Internal Quality Auditing for Continual Improvement.
DEDHAM INSTITUTION FOR SAVINGS	Dedham	\$109,963.00	145	1) Mkg/Sales--Understanding the Industry, Adv. Appt. Setting Techniques, Differentiating Yourself, Entrepreneurship; 2) Mgt. Development/Styles--Developing Your Potential, Interpersonal Relationships, Communication, Difficult People, Problem Solving, Stress Mgt., Supervision/New Supervisors; 3) Training--Experiential Learning, Learning Theories, Creating Outstanding Classes; 4) Customer Svc.--Team Building, Consultative Selling, Change Mgt., Comm., Walk the Path of Customer, Difficult Customers
DIVERSIFIED PROJECT MANAGEMENT INC	Newton	\$5,775.00	8	Each training session will combine skill and lab focus and will take the participant through each level of the sales process: teaches skills and reinforces with role play lab practice. There will be a total of 4 sessions, 2 full day and 2 half day. A detailed description of the training sessions is attached.
Done Right Building Service, Inc.	Boston South Industri	\$3,680.00	30	Done Right Building Services, Inc. has reviewed options for growth and identified one key goal: a) Expansion of contracted maintenance services to a new market - institutions that are health-related - biotechnology labs, health and medical centers, hospitals and nursing homes. Expansion into this market, requires that Done Right Building Services, Inc. develop and implement an employee training program in standard safety and health measures appropriate for hospital and health related maintenance

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EMC Corporation	Hopkinton	\$676,200.00	500	EMC looks to initiate a comprehensive program aimed at raising the technical abilities of our software engineers. Increasing demands for user friendliness and functionality forces EMC to expand skills to include highly advanced programming methodologies and protocols. Training will therefore include courses in software engineering, open source software development, Oracle Developer, User Interface Design, Serial Attached SCSI, Microcode APIs, ESX Server, and Windows Filters and Pseudodrivers.
Eastern Insurance Group	Natick	\$93,000.00	100	Impact Selling for Producers and Impact Selling for Customer Service.
Endius Inc.	Plainville	\$33,600.00	14	This training program combines first line Supervisory Training with Lean Manufacturing and Statistical Methods. Our goal is to achieve quality and productivity performance improvements that will be sustainable over time, and help Endius to achieve a greater share of the global spinal surgical marketplace. We are committed to realizing this by direct improvement of our employees' skills through taking these courses.
Extech Instruments	Waltham	\$104,300.00	76	Management training will focus on teaching skills needed to manage all facets of the business. Customer service training will focus on understanding customer service delivery systems, managing customer communication and conflict to positive outcomes. Team building training will focus on techniques for establishing high performing teams and improving productivity of cross-functional teams.
Greatbatch Ltd.	Canton	\$146,350.00	145	Our training includes the following areas: 1) lean enterprise, 2) leadership development 3) ESOL.
Greene Rubber Company	Woburn	\$75,700.00	40	Our training plan comprises four elements, including communications, TS16949 quality methods, management skills, and computer aided design. Under communications, we look to hold English and Spanish classes in order to reduce barriers to communication with our non-ESOL workers. Quality training includes a number of problem solving and quality planning skills, required by TS16949. Management training will include sessions in presentation skills, project management, and leading teams.
INSTRON CORPORATION	Norwood	\$161,680.00	250	Instron will train key employees from all groups on a Continuous improvement program including Lean manufacturing and Six Sigma tools. This program will start in the mfg area and then spin out to supporting areas teaching the Instron team to identify and eliminate all non-value added activities. The training will use our people to target and improve current conditions which prevent Instron from delivering product at a quality, delivery time, and price point that allows us to compete and grow.
LOGAN INSTRUMENT INC.	Everett	\$15,800.00	9	Logan Instruments' training plan includes two elements: CNC Machining skills and Web Site Design training. Each of these programs supports the company's initiative to accommodate new technologies into our workplace. The CNC Machining program will include Setup, Operation, Cross Training, and Programming training. Web Site Design training will provide our administrative staff with skills needed to design, develop and maintain a web site to increase Logan's Internet presence.



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Mac-Gray Services, Inc.	Waltham	\$105,542.00	185	Our plan is to conduct training for 185 employees within an 18-month period. The proposed training will consist of 5 training programs: Leadership & Management Training for 35 senior, middle and front line managers; Quality Management and Improvement Training for 175 managers and employees; Sales Training for 15 sales managers and professionals; Customer Service Training for 60 customer service managers and employees, and Time Management Training for 50 managers and employees. Please see attachm
PARAGON COMMUNICATIONS INC	Ashland	\$21,000.00	22	The sales representatives and the sales management team will be trained on the Sandler Selling System. The system will help us improve our customer relation skills and help us develop more business. Adventus, Inc is a licensed trainer of Sandler Sales Institute material and they will come to our facility 10 times for 3 hours over a 4 month period. The training focuss on 1) Bonding and Rapport, 2) Setting Goals, 3) Uncovering customers needs, 4) Presentations, 5) Maintaining a good self concept
PULSE SYSTEMS INC	Canton	\$22,000.00	8	The training program includes courses to teach the staff members to implement procedures compliant with the ISO 9000 quality standard for the medical device industry. Employees will learn to develop procedures, train others to properly follow them, conduct regular internal audits, take proper corrective actions when needed and maintain the system and registration without continued outside assistance.
QUADTECH INC	Maynard	\$20,000.00	18	The training plan will address the following issues: Raising the skill level and knowledge of our internal telemarketing sales team to address the heavy competition in the test and measurement industry and a strategic shift from selling instruments to selling solutions.
SOLECTRON USA INC	North Reading	\$39,175.00	94	Our plan supports advancements in our process including the introduction of cell manufacturing, advanced soldering techniques and the adoption lead-free assembly. It also provides for continuous improvement through Lean Manufacturing, Six Sigma, statistical process control and design of experiments. Professional skill development and advanced skills in computer applications are also included. Our training objective is to utilize these skills to better serve and to attract new customers.
TEST DEVICES INC.	Hudson	\$25,900.00	16	To understand aerospace quality expectations and regulatory requirements which influence the space/defense industry. The process model approach related to material traceability,critical characteristics, airworthiness, FARs, first article testing, continual improvement and process certification. Internal auditors will understand requirements of aerospace supporting standards, NASA, FAA auditing requirements. System implementation will maximize best testing practices. Registration requirements.
The MA Society for the Prevention of Cruelty to Ch	Boston South Industri	\$211,710.00	813	Impact Management and Communications
Verne Q. Powell Flutes, Inc.	Maynard	\$33,200.00	20	ESOL training will be provided to 2 employee groups. Group 1, 10 employees, will receive 60 hrs of Advanced Beginning/Intermediate ESOL training and an additional 60 hrs of Intermediate ESOL training. Group 2, 10 employees, will receive 60 hrs of Advanced ESOL and 60 hrs of Advanced 2 ESOL.

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<i>Total for region</i>	<b>26</b>	<b>\$2,649,460.00</b>	<b>3153</b>	
<i>South East</i>				
BRIDGEWATER GODDARD PARK MED	Brockton	\$201,653.00	462	Customer Service Training for front-line staff, managers and non-shareholder physicians . Leadership/Organizational Development Training for all management. Software training for new electronic medical record system.
Boston Marriott Quincy	Quincy	\$37,060.00	70	The proposed ESOL training program will allow us to minimize language barriers and provide our employees the communication skills necessary to grow professionally. Our objective will be for the associates to acquire enough English to be able to greet guests and exchange light conversation, react appropriately to commonly asked questions, and communicate basic needs to co-workers, supervisors, and managers. With continued effort associates may be promoted to other positions.
COMPUTRON METAL PRODUCTS INC	Whitman	\$43,287.00	26	We are planning one key training initiative and two supporting initiatives. The training required is (a)ISO 9001/2000 quality management system, (b) supervisory training, and (c) train-the-trainer. Supervisors and key trainers will learn enhanced management skills to use efficient methods for sustaining the ISO quality system. We will then design, implement and become certified to the ISO system as a team by year end 2006.
Den Mar Corporation	New Bedford	\$31,931.00	15	The proposed training is for 1) ISO-90001/2000, and 2) Lean Manufacturing training to improve our modern manufacturing operations as well as maintain and expand our customer base, with a focus on process documentation, quality systems, and new technology as is applies to our stainless steel product lines. Employees will receive formal on-site training in various job related disciplines connected directly to ISO 9001/2000 and Lean Manufacturing.
FIVE STAR SURGICAL INC	New Bedford	\$81,770.00	50	Our training plan has four (4) main components: 1) ISO 9000 training and implementation, 2) Manufacturing skills (welding, blue print reading, accident prevention), 3) Management skills (leadership and customer service), and 4) Information systems (order management, financial systems, inventory management, job reporting).
FRANKLIN SPORTS INDUSTRIES INC	Stoughton	\$45,400.00	86	The management at Franklin Sports is faced with the challenge of upgrading it's current systems to comply with the ISO 9000 standard. This requires a training program with the necessary curriculum for the quality system upgrade to be accomplished. Training includes an overview session, quality systems planning, process and documentation development, internal review meetings, applications training, internal auditor training, and corrective actions training.

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Kopin Corporation	Taunton	\$45,270.00	14	The proposed training includes 1)Statistical Process Control (SPC) to provide operators, supervisors and quality personnel with the necessary skills to understand and apply statistical process control methods to manufacturing, 2) FMECA - a manufacturing analytical technique to address potential failure modes and their associated causes/mechanisms, 3)Design of Experiments (DOE) in order to identify and eliminate multiple interacting causes of defects in manufacturing process.
NEW HARBOUR INC	Fall River	\$25,080.00	20	The 4 sections of the plan are ERP training, ESOL training, marketing training, and CAM training. ERP training will allow the implementation of a new ERP system. ESOL training will introduce the basic skills required for command of the English for the workplace, a major issue for many workers on the production floor. Marketing communication training will increase the skills of our marketing staff. CAM training will involve the usage of new design/plotting software for manufacturing.
Ocean Spray Cranberries, Inc.	Middleboro	\$46,457.00	43	Expert in-house technical personnel will train approximately 12 current SDC operators to provide them the skills and knowledge necessary to operate, maintain and troubleshoot the expansion project equipment. From this group of operators, a few will be designated as trainers. They will provide the new additional operators (28) with the skills and knowledge necessary to operate, maintain and troubleshoot the entire SDC process. Quality control techniques and SAP applications will also be included.
PrimaCARE, PC	Fall River	\$90,030.00	135	The training identified in this proposal includes courses needed to implement and improve employee 1. communication/customer service skills (CCS) and 2. increase proficiency of medical billing/coding (MBC). The SMT will attend courses to become CCS/Achieve Global curriculum master trainers to employ a train the trainer model using proven methods to implement ongoing new employee CCS trainings. Remaining employees will attend CCS trainings. MBC employees will attend MBC courses.
RPI PRINTING, INC.	Fall River	\$45,125.00	45	The plan includes and comprehensive lean manufacturing training initiative and supervisor/leadership training to streamline current operations and prepare for possible future facilities expansion.
Rockland Trust Company	Rockland	\$28,780.00	296	The primary objective of the Training Plan is to attract, develop, and retain talent to consolidate Rockland Trust position as a financial institution of choice in SE MA. The training initiatives include: 1) Commercial Lending Training (Real Estate), 2) Mortgage Loan Originator Training (Sales), 3) New Manager Training (Management Development/Style). The training program is aligned with the company's Strategic Plan to develop future Rockland Trust leaders and develop key demand service areas.
Sager Electrical Supply Co.	Middleboro	\$248,389.00	136	This training will instill Lean Manufacturing as it is improved upon and expanded to accommodate the company's corporate headquarters.
<i><b>Total for region</b></i>	<b>13</b>	<b>\$970,232.00</b>	<b>1398</b>	
<i><b>Totals for Round 22</b></i>	<b>73</b>	<b>\$6,544,977.00</b>	<b>7781</b>	